



OREGON TRADE FINANCE GUIDE

& Other Resource Information for Export Assistance

2008 Edition



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U.S. SMALL BUSINESS ADMINISTRATION
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This directory does not constitute an endorsement by the Portland USEAC
nor by the U.S. Government of any listed organizations & services.

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INTRODUCTION

This guide is published by the Portland U.S. Export Assistance Center as a quick reference tool. It is a compilation of local, regional and national export resources with a focus on financing to provide exporters in Oregon with current information.

The Portland U.S. Export Assistance Center (USEAC) helps companies that are export-ready and interested in expanding into international markets with marketing assistance, financing information and SBA export loan applications.

Services for start-up exporters are listed on page 4.

Export Trade Financing Issues

Export financing questions may pertain to methods of payment, payment options, risk assessment and mitigation, how to structure a transaction, how to find local contacts for export financing or how to apply for SBA export loans. Here's survey of the main issues:

- ❖ **Payment method:** May involve documentary letters of credit, documentary collections, wire transfers, or foreign currency exchange. The International Departments of major banks (pg 16) assist the exporter with these services. If your bank of account does not have an international department, it still may have a correspondent banking relationship that provides these services. Contact the USEAC office (pg 5) for Letter of Credit template and instructions. See also due diligence resources, page 17.
- ❖ **Financing the export transaction:** Requires identifying a source of working capital to fund the export transaction. The needed financing may be pre-shipment financing for the production cycle (materials, inventory, labor), post-shipment financing to extend credit terms, or both. Typically, such financing is available from the commercial lending departments of a bank, often a bank's Small Business Lending Divisions is the best place to begin. Early stage exporters may need a government-guaranty, i.e., SBA export loan guaranty, to get financing. See SBA programs, page 7. A few banks provide export financing through their international banking departments mainly for receivable financing and larger accounts.
- ❖ **Extending credit to overseas buyers:** Is less risky with proper due diligence on buyers and insurance. See the listing of specialized risk insurance brokers, page 18.
- ❖ **Buyer financing:** For longer terms and/or larger transactions may be available through the Export-Import Bank of the United States (EXIM Bank) or, for agricultural / commodity financing, through the U.S. Department of Agriculture; see CCC information, page 14.

Beginning Exporter's Resource Guide

www.buyusa.gov/oregon/beginningexporter.pdf

{A} NEW TO EXPORT, NEW BUSINESS OR START UP COMPANY

- *Breaking Into the Trade Game* – This book is a pre-assessment guide for your business to decide if exporting is right for you; includes work book.
www.sba.gov/aboutsba/sbaprograms/internationaltrade/exportlibrary/sbge/OIT_SB_GUIDE_EXPORT_INDEX.html
- *Basic Guide to Exporting* – Export resource book with forms & examples
This book provides information regarding the foundations of exporting, from developing an export strategy to making international contacts.
www.unzco.com/basicguide/index.html
- *International Trade Online Library*:
www.sba.gov/localresources/district/or/or_itresources.html

{B} EARLY STAGE EXPORT BUSINESS ADVISING

For appointments, once you have begun to formulate a business plan/export strategy and want to get advice on specific issues:

For export / import business start-up help, contact / see www.bizcenter.org

- Portland SBDC, Tom Lowles (503) 978-5088 or tlowles@pcc.edu.
- Publications on Importing from U.S. Customs & Border Protection website:
www.cbp.gov/xp/cgov/toolbox/publications/trade/

Oregon Small Business Development Centers – A network of 20 offices with free, confidential business counseling services to small and start-up businesses on all questions related to business regs, licensing, etc.

For more information, visit: www.bizcenter.org.

SCORE, Counselors to America's Small Business – Free assistance from successful, retired executives that will help you develop your business plan. To find the SCORE nearest you, please visit: www.score.org

{C} MORE ESTABLISHED EXPORTERS

A one-stop center for access to federal export assistance programs, incl. financing:

- The U.S. Export Assistance Center offers market research, business counseling, regulatory assistance, and seminars. See page 5 or visit the 'Our Services' page at:
www.buyusa.gov/oregon/services.html.
- *Export Legal Assistance Network (ELAN)* – Free legal advice on specific issues related to exporting, available ONE TIME ONLY, contact our office for referral: 503.326.3001.
www.export-legal-assistance.org

U.S. Export Assistance Center

One World Trade Center
121 SW Salmon Street, Suite 242
Portland, OR 97204
(503) 326-3001
www.buyusa.gov/oregon

The Portland Export Assistance Center helps companies in Oregon and SW Washington who want to increase their export sales and expand into the global marketplace. The Export Center is a quick access point for all federal export assistance programs and offers business counseling in the following areas: information on markets abroad, international contacts, product promotion and export financing and SBA export loan guarantees.

The office is staffed by international trade specialists of the U.S. Department of Commerce and a finance specialist from the U.S. Small Business Administration who coordinates and leverages federal and state resources in export development assistance.

U.S. Department of Commerce, Commercial Service

- Research and counseling on identifying appropriate international markets
- Identifying potential international agents and distributors
- Participating in international trade exhibitions
- Qualifying international business partners
- Developing international documentation
- E-Commerce Services

U.S. Small Business Administration

- Information on export financing methods, strategies and programs
- SBA loan application information to finance export sales of small business exporters
- Loan packaging services for SBA's Export Working Capital Program applications
- Information on export credit insurance programs and brokers' contact list

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EXPORT LICENSING: Regulatory & Control Agencies

Export businesses don't need a separate "export" license aside from the local business license required for all businesses. While most products can be shipped abroad without special approval by the U.S. government, there are exceptions. These exceptions include prohibited countries, prohibited entities, both businesses and individuals, and prohibited products or goods that require an export license. Usually, the special licensing is for so-called dual-use products which have a military application; they require an application for a 'validated' export license. Included here is also the access point for temporary, duty free exports, the ATA Carnet.

(1) Prohibited Countries

The Country Limitation Schedule (CLS) compiled by EXIM Bank identifies legally prohibited countries for U.S. exporters with the footnote #7; see www.exim.gov/tools/country/country_limits.html

(2) Prohibited Entities

The International Money Laundering Abatement and Anti-Terrorism Act make it illegal for U.S. businesses to trade with prohibited companies and individuals. A list of these special designated nationals [SDN] is compiled by the Office of Foreign Assets Control, U.S. Treasury Department. The list is continuously updated, posted online and searchable: www.ustreas.gov/offices/enforcement/ofac/

(3) Export Licensing for Controlled Products

For the classification of products, regulations for controlled products and countries, information on licensing and applications for a validated license of controlled products are handled by the Bureau of Industry and Security, U.S. Department of Commerce. For general information, see www.bis.doc.gov

Contact: For application information
Western Regional Office, Bureau of Industry and Security, Newport Beach, California:
Tel: (949) 660-0144 Ext. 112 Fax: (949) 660-9347

(4) Licensing for Military Products and Weapons

For military products, weapons, munitions and some gun components, the U.S. State Department has jurisdiction. For product classification and licensing information, including the new paperless arms export license application, contact www.pmddtc.state.gov/ or the office in Washington, D.C.:

Contact: U.S. Department of State, Directorate of Defense Trade Controls
2401 E Street, NW, Washington, D.C. 20520
Tel: (202) 636-1282

(5) Temporary Export of Products (Duty Free), ATA Carnet

The Carnet allow for temporary duty free customs clearance of commercial samples, professional equipment and items for exhibitions and fairs into more than 75 countries. Carnets eliminate the payment of VAT and duties and act as a U.S. Customs registration. Carnets can be used for unlimited trips for a period of up to one year. Carnets are now available online; applications have a 24-hour turnaround. See www.uscib.org and click on ATA Carnet Export Service.

Contact: U.S. Council for International Business
Tel: (415) 564-26



SBA EXPORT LOANS for Small Businesses

www.sba.gov/aboutsba/sbaprograms/internationaltrade/finance/index.html

When exporters are not bankable without a government loan guarantee, the U.S. Small Business Administration (SBA) offers a federal guarantee up to 90% to lenders on export loans. These loans have varying loan size limits with \$2 million the absolute cap that may not be exceeded. Interest rates are market-based, (not subsidized) and negotiated between the bank and borrower. SBA fees vary by loan terms and amounts. A personal guaranty is required and other conditions may apply.

Eligibility

- Meet SBA's size standards for small businesses
- Have been in business for at least 12 continuous months
- For all types of businesses, incl. service exporters
- Also for indirect exporters who produce or sell product / services for export

A. EXPORT WORKING CAPITAL PROGRAM [EWCP]

www.sba.gov/services/financialassistance/SpecialPurposeLoans/ewcp/index.html

For single orders or multiple sales (line of credit) the Export Working Capital Program (EWCP) provides export working capital for pre-shipment or post-shipment financing or both for terms of 12 months or less. While the maximum SBA guarantee is \$1.5 million, with an EXIM Bank co-guaranty, the loan limit is \$2 million. It can be used for a Stand by Letter of Credit in bid bonds and performance guarantees. SBA's fee is ¼ %; the Guarantee 90%.

- Pre-shipment: for the manufacture of goods, to purchase finished goods or services for export. WIP eligible.
- Post-shipment: to finance accounts receivable resulting from export sales (180 days maximum).
- Combination: to finance both the acquisition or production of export goods and services and the resulting accounts receivable; especially well-suited for contract financing of export sales.

B. EXPORT EXPRESS

www.sba.gov/services/financialassistance/SpecialPurposeLoans/exportexpress/index.html

For a variety of export financing, i.e., marketing, trade shows, transactions, equipment, expansion, etc., Export Express loans are available through designated SBA Express Lenders. As a sub-program of SBA Express these loans have the same expedited review; maximum loan size is \$250,000.

C. EXPORT EXPANSION LOAN – ITL

www.sba.gov/services/financialassistance/SpecialPurposeLoans/tradeloans/index.html

This program offers long term financing to support growing export businesses which can be used for fixed asset uses, i.e., construction, buildings, equipment, etc. Companies adversely affected by import competition are also eligible. SBA's usual guarantee of \$1.5 million is increased for a combination term ITL loan and EWCP to \$1.75 million with a sub-limit for working capital of \$1.25 million.

D. 504 LOAN PROGRAM

www.sba.gov/services/financialassistance/sbaloantopics/cdc504/index.html

Major business expansion, equipment, construction and modernization financing for long term [10 or 20 years] and fixed rates based on U.S. Treasury notes is available through SBA designated CDCs (Community Development Corporation); requires at least 10% equity injection from the borrower and meeting formula for employees.

EXPORT IMPORT BANK OF THE UNITED STATES

www.exim.gov

The Export Import Bank of the United States (EXIM Bank) is the primary U.S. agency charged with providing financing support for American exports through credit risk protection and / or loan guaranty programs.

EXIM Bank Programs

- Working Capital Guaranty Program, similar to SBA's EWCP program, except for some features (no cap on loan size; no limit on business size; domestic content requirement on export goods)
www.exim.gov/smallbiz/index.html
- Loan guarantees to foreign buyers of U.S. goods and services
www.exim.gov/portals/buyer/index.cfm
- Risk insurance for open account sales; see Export Credit Insurance, pg 18
For small exporters EXIM has a special program; see Small Business Export Credit Insurance website: www.exim.gov/products/insurance/small_bus_multi_buyer.cfm

EXIM Bank's toll-free hotline, **1-800-565-EXIM**, provides information on seminars and the programs available to finance the sale of U.S. goods and services abroad.

Contact: **EXIM Bank field representative for Oregon**
San Francisco Office, EXIM Bank
Jim Lucchesi, Business Development Officer
250 Montgomery St, 14th floor
San Francisco, CA 94101
Tel: (415) 705-2285
Fax: (415) 705-1156

OVERSEAS PRIVATE INVESTMENT CORPORATION

www.opic.gov

The Overseas Private Investment Corporation (OPIC) provides project financing, loan guarantees or insurance on foreign investments and a variety of investor services for U.S. companies in some 140 developing nations and emerging economies throughout the world.

Finance - To foster investment, OPIC offers medium- and long-term project financing. Direct loans are available for projects sponsored by American small businesses. For large projects, OPIC will guarantee loans to projects sponsored by U.S. investors, starting at \$2 million per project. OPIC also sponsors several funds offering equity capital for investment projects in targeted countries.

Insurance - To mitigate the risks of investing overseas, OPIC insures U.S. investments against political violence, inconvertibility of currency, and expropriation.

Investor Services - For companies considering overseas investment, OPIC offers a variety of fee-based services including feasibility studies, investment missions, a database of business opportunities, and business outreach.

Contact: **Small Business Center**
www.opic.gov/financing/guide/index.asp

OPIC Small Business Hotline
Tel: (202) 336-8799
www.opic.gov/financing/sbc/index.asp
info@opic.gov

MULTILATERAL DEVELOPMENT BANKS (MDBs)

The U.S. Department of Commerce assists U.S. firms with information on MDB-funded project opportunities, ensuring that project information is available on a timely basis. Liaison officers located in each of these institutions identify projects at the earliest stage possible and serve as advocates for U.S. bidders. The MDBs assist primarily developing countries in financing social and economic infrastructure and privatization projects. Registry in the DACON system (<http://tenders.dgmarket.com/daconindex.do>) is required for consultants to be eligible to bid on MDB projects.

Subscription fees for individual bank publications and on-line information services may apply. For subscriptions to MDB publications contact each bank directly.

African Development Bank

www.afdb.org

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U.S. Commercial Service AFDB Liaison Officer
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Office of the U.S. Executive Director ATR BAD
Angle des 3 rues de Ghana, Hedi Nouria
Et Pierre de Coubertin, B.P. 323
1002 Tunis Belvedere,
Tel: (216) 71-831-117
Fax: (216) 71-830-244
www.buyusa.gov/afdb

Asian Development Bank

www.adb.org

Kenneth Reidbord
reidbord.adb.office.box@mail.doc.gov
6 ADB Avenue
Mandaluyong City 1550
Philippines
Tel: (63-2) 887 1345/1346 Ext 5853
Fax: (63-2) 887 1164
www.buyusa.gov/adb

European Bank for Reconstruction & Development

www.ebrd.org

Sanford Owens, Senior Commercial Officer
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CS-EBRD, Box 33
American Embassy
24 Grosvenor Square
London W 1A 1AE
Tel: (44) 20 7588-8490/8481
www.buyusa.gov/ebd

Inter-American Development Bank

www.iadb.org

Ms. Barbara White
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barbaraw@iadb.org
Office of the US Executive Director
1300 New York Avenue, NW
Mail Stop E 0249
Washington, DC 20577
Tel: (202) 623-3821/3822
Fax: (202) 623-2039
www.buyusa.gov/idb

World Bank

www.worldbank.org

Will Center, Senior Commercial Officer
worldbank@mail.doc.gov
Office of the U.S. Executive Director
1818 H Street, NW
Washington, DC 20433
Tel: (202) 458-0120
Fax: (202) 477-2967

U.S. TRADE DEVELOPMENT AGENCY

www.tda.gov

The U.S. Trade Development Agency (TDA) provides grants to foreign countries for feasibility studies and other planning services for major projects in those countries. U.S. companies or consortia must perform TDA-funded studies. The host country plays an active role in developing the scope of work for the study, selecting (on a competitive basis) the U.S. firm to complete it, and then monitoring the progress of the study. By participating in a TDA-funded study, a U.S. company is usually able to establish a presence in the country and initiate what could well develop into a long-term relationship with host country officials and project managers leading to additional business opportunities.

TDA operates in developing and middle-income countries. The types of projects TDA funds include energy and natural resource development, transportation, telecommunications, and the environment. TDA reviews project proposals to determine whether they meet project criteria, e.g., being an economic development priority for the country, creating U.S. export potential, and falling within funding availability.

Feasibility Studies

TDA funds studies to determine the technical, economic and financial feasibility of major development projects. Feasibility studies provide detailed data that support decisions on whether and how to proceed with project implementation. Host countries using competitive procedures select feasibility study contractors.

Requests for proposals are listed in *Commerce Business Daily**.

*For on-line information on *Commerce Business Daily*, please go to <http://cbdnet.access.gpo.gov/>

TDA Bi-Weekly

TDA publishes a newsletter called the *TDA Bi-Weekly*, which provides U.S. suppliers and manufacturers with up-to-date information on TDA supported projects. Small businesses may identify subcontracting opportunities through the publication. To sign up for a bi-weekly E-mail Update, see www.tda.gov/pipeline/index.html

U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT

www.usaid.gov

The U.S. Agency for International Development (USAID) implements U.S. foreign economic assistance programs in nearly 100 countries throughout the developing world by providing loans and grants to eligible countries to support technical assistance projects and economic development programs which often require the procurement of services and/or commodities from U.S. suppliers.

USAID's Center for Trade and Investment Services promotes increased business activity between U.S. businesses and foreign entrepreneurs in Asia, the Near East, Africa, Latin America, Eastern Europe, and the Newly Independent States of the former Soviet Union. CTIS provides information on USAID-financed procurement opportunities.

Contact: USAID
Tel: (202) 712-4810
Fax: (202) 216-3524
pinquiries@usaid.gov

U.S. Agency for International Development,
Global Technology Network, Center for Trade and Investment Services
Washington, DC 20523-0229
Tel: 1 (800) USAID-4-U

WESTERN U.S. AGRICULTURAL TRADE ASSOCIATION [WUSATA]
 U.S. DEPARTMENT OF AGRICULTURE
www.wusata.org

**Also See Information on Oregon Department of Agriculture and
 Commodity Credit Corporation, USDA – pg 14**

The Western United States Agricultural Trade Association [WUSATA] is funded by the Foreign Agricultural Service (FAS), USDA, and helps agri-businesses to develop and expand their export sales. WUSATA is one of four non-profit regional trade groups and serves 13 Western States [Alaska, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, **Oregon**, Utah, Washington and Wyoming].

PROGRAMS:

- **Company Matching Funds**

Also called 'branded program', it reimburses qualified companies for 50% of the costs of promoting branded products in the foreign market(s) of their choice. Companies must be pre-qualified and may claim reimbursements for half of eligible promotional expenses, i.e., trade shows, travel to international shows, in-store demonstrations, point-of-sale materials, print and broadcast advertising, etc. Pre-qualification worksheets available on the WUSATA web site.

- **Industry Programs**

Two or more companies can participate in industry-wide projects managed jointly by WUSATA staff and marketing specialists from member States' Department of Agriculture. Funded activities include trade missions, trade shows, in-store promotions, market research, trade seminars, etc. Application for funds is through member States' agricultural departments. Individual companies can apply to WUSATA or their own State's Department of Agriculture, International Division.

- **Export Readiness Seminars**

For new-to-market or new-to-export firms; free advice from technical specialists.

Contact:

WUSATA
 4601 NE 77th Ave Ste 120
 Vancouver, W A 98662
 Tel: (360) 693-3373
 Fax: (360) 693-3464

Andy Anderson, Executive Director
andy@wusata.org

Bob Gerber, IT Coordinator bob@wusata.org

Ann Buczkowski, Branded Program Manager
ann@wusata.org

COMMODITY CREDIT CORPORATION
FOREIGN AGRICULTURAL SERVICE, USDA
www.fas.usda.gov/excredits/ecgp.asp

Export credit guarantees for purchases of US agricultural commodities are offered through a variety of programs available through the Commodity Credit Corporation. Coverage is typically 98% of the port value of the export item. Two major programs provide coverage for short term and medium term credits [www.fas.usda.gov/info/factsheets/gsm102-03.asp]

- (a) GSM 102 – for a period of 6 months to 3 years
- (b) GSM 103 -- for more than 3 years

Under both programs, CCC underwrites credit extended by the private US banking sector for food and agricultural products sold to foreign buyers using dollar-denominated irrevocable letters of credit. The letters of credit must be opened by a CCC-approved foreign bank. Any product must be 100% US origin; manufactured inputs, i.e., pesticides, fertilizers, machinery, etc., are not covered.

Steps for Reviewing CCC' Export Credit Guarantee Program Eligibility:

1. Identify current CCC coverage for export product and target country
2. Identify banks in importing country that are CCC approved.
3. Identify participating US bank.
4. Request letter of credit for transaction from eligible foreign bank
5. Apply for CCC approval

▪ **The National Bank of Cooperatives**

very active in financing agricultural exports using USDA programs.

Website: <http://www.cobank.com/default.htm>

Contact: CoBank, International Division
 John C. Holsey
 P.O. Box 5110
 Denver, CO 80217
 Tel: (303) 740-6562
jholsey@cobank.com

▪ **Farmers Financial Services**

Contact: Rob Diesel
 1200 NW Naito Parkway, Suite 450
 Portland, OR 97209
 Tel: (503) 808-1548

U.S. SMALL BUSINESS ADMINISTRATION, Portland District Office

www.sba.gov/or

The U.S Small Business Administration offers loan guarantees for all types of business loans. The loans may be used for start-up or expansion capital, working capital and fixed asset financing. Other non-export program assistance, i.e., Minority Enterprise Development, Women Entrepreneur or Veterans Enterprises, or information on government contracting is also available through the Portland SBA Office.

Contact for Business Loan Information:

Sue Richardson
Business Service Center Representative
U.S. Small Business Administration
Portland District Office
601 SW Second Avenue, Suite 950
Portland, OR 97201-3192
Tel: (503) 326-2682
sue.richardson@sba.gov

Targeted for exporters are three loan programs (see page 7).

Contact for Export Financing:

Inga Fisher Williams
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U.S. Small Business Administration
US Export Assistance Center, Portland
Tel: (503) 326-5498
inga.fisherwilliams@mail.doc.gov

BUSINESS RESOURCE CENTER

The Portland Business Resource Center offers businesses access to information in a large variety, i.e., books, periodicals, video and on-line. Computer software programs for business planning, projections, and loan applications are available.

The Business Resource Center is located in the SBA District Office; its services are free.

Contact: SCORE, Counselors to America's Small Business
601 SW Second Avenue, Suite 950
Portland, OR 97201-3192
Tel. (503) 326-3441
scorepdx@wa-net.com

INTERNATIONAL BANKING SERVICES

For international banking services, i.e., opening / negotiating export or import documentary letters of credit, documentary collections, wire transfers and foreign exchange, contact the international divisions of major banks. An early call is advised, before negotiating a method of payment, to ask about pricing for services, correspondent banking relationships and each bank's services.

Bank of America

Global Trade Services
Vincent Korreia
121 SW Morrison, Suite 700
Portland, OR 97204
Tel: (503) 279-3498
Fax: (503) 223-5741
vincent.a.korreia@bankofamerica.com

Bank of the West

International Banking Division
Brooke Park
222 SW Columbia, Suite 1200
Portland, OR 97201
Tel: (503) 294-6306
Fax: (503) 223-2922
brooke.parke@bankofthewest.com

Banner Bank

Christine Martin / Debbie Gelbach
2815 Second Ave., Suite 360
Seattle, WA 98121
Tel: (206) 269-8380
comartin@bannerbank.com
dgelbach@bannerbank.com

Columbia Bank

International Banking
Kathy Peterman, VP & Manager
1102 Broadway Plaza
P.O. Box 2156
Tacoma, WA 98401-2156
Tel: (253) 305-0816
Fax: (253) 272-0105
kpeterman@columbiabank.com

Key Bank National Association

Global Trade Services
Ling Wang
601 108th Ave. NE, 3rd Floor
Bellevue, WA 98004
Tel: (425) 709-4328
Fax: (425) 709-4334
ling_wang@keybank.com

The Commerce Bank

Global Trade Services
Douglas R. Kemper, Director
601 Union Street, Suite 3600
Seattle, WA 98101
Tel: (206) 292-4537
Fax: (206) 625-9457
doug.kemper@tcbwa.com

Union Bank of California

Jay Fry, International Specialist
407 SW Broadway
Portland, OR 97204
Tel: (503) 225-2832
Fax: (503) 225-2957
jay.fry@uboc.com

U.S. Bank

International Division
Spiro Papadimos, VP
111SW Fifth Avenue
Portland, OR 97228-6979
Tel: (503) 275-4347
Fax: (503) 275-3437
spiro.papadimos@usbank.com

The Trade Bank - Wells Fargo HSBC

Marcus Hall, Manager
1300 SW Fifth Avenue, 13th Floor
Portland, OR 97201
Tel: (503) 886-4154
Fax: (503) 886-4698
hallmarc@wellsfargo.com

DUE DILIGENCE and CREDIT REPORTS

- www.creditworthy.com/providers

Listing of credit reporting agencies are organized by country, industry, etc.; see sample below.

- www.nacm-or.org/

NACM Oregon provides credit reporting services; it also has an international committee.

- www.export.gov/salesandmarketing/ICP.asp

International Company Profile, a Commercial Service program that provides information on the financial strength of a company, available in over 80 countries. Call a trade specialist at the USEAC to order.

Credit Reporting Agencies

For Foreign Companies

Graydon America, Inc.

www.graydoninternational.com/index.asp

Coface North America

www.coface-usa.com/

(877) 626-3223

Kreller Business Information Group

www.kreller.com

Owens Online Inc.

www.owens.com/

(800) 745-4656

For U.S. Companies

Equifax Canada Inc

www.equifax.com/EFX_Canada/

Experian

www.experian.com/

smallbusiness@experian.com

National Association of Credit Management

Kathy Linscott

7931 NE Halsey, Suite 200

Portland, OR 97213

Ph: (971) 230-1164

Fax: (971) 230-1165

klinscott@nacmoregon.or

EXPORT CREDIT INSURANCE

Export Credit Insurance is specialized insurance to protect against non-payment due to the commercial and/or country risk when selling on open account terms into export markets. Commercial coverage protects against a buyer's nonpayment and political coverage protects against default due to war or adverse sovereign actions. Export credit insurance may give exporters a competitive advantage and lenders will often add insured accounts receivables to a customer's borrowing base, thereby increasing the availability of working capital financing. Private sector and government policies are offered through brokers.

Brokers active in the Pacific Northwest and Montana:

AON Trade Credit Services, Inc.

James Morrell
199 Fremont St., Ste. 400
San Francisco, CA 94105
Tel: (415) 486-7267
Fax: (866) 243-5071
james_morrell@ars.aon.com

Atradius

Michael Lee, Regional Manager
P.O. Box 5399
Aloha, OR 97006-0399
Tel: (503) 649-7722
Mob: (503) 881-7722
Fax: (503) 649-7753
michael.lee@atradius.com
www.atradius.us

Brett Tarnet Insurance Services

Brett Tarnet
414 Pacific Circle
Newbury Park, CA 91320
Tel: (805) 375-2373
Fax: (805) 375-2433
brett@btarnet.com
www.btarnet.com

Coface North America

David P. Byko
12901 SE 97th Avenue, Suite 370
Clackamas, OR 97015
Tel: (503) 794-8100
Fax: (503) 794-8500
david_byko@coface-usa.com

Credit Insurance Source

Stu Schechter
21 Union St.
Matawan, NJ 07747
Tel: (732) 566-1664
Fax: (732) 441-9585
stu@creditinsurancesource.com
www.creditinsurancesource.com

Euler Hermes

Mike Lyons
1001 SW Westwood Dr.
Portland, OR 97239
Tel: (503) 452-7300
Fax: (503) 452-7374
michael.lyons@eulerhermes.com
www.eulerhermes.com

MERIDIAN Finance Group

Gary Mendell
1247 7th Street, Suite 200
Santa Monica, CA 90401
Tel: (310) 260-2130
Fax: (310) 260-2140
gmendell@meridianfinance.com
www.meridianfinance.com

NaviTrade Structured Finance LLC

Brent F. Hoots
Colorado office:
6523 West Gould Dr.
Littleton, CO 80123
Tel: (847) 756-4092
(303) 652-2400
(303) 347-0140
Fax: (303) 632-2690
www.navitrade.com

Export-Import Bank Policy
Small Business Export Credit Insurance
www.exim.gov/products/insurance/small_bus_multi_buyer.html

NON-BANK LENDERS

Transaction financing from non-bank lenders may assist companies that are not able to qualify for bank financing or government-guaranteed loans.

ShoreBank Enterprise Cascadia

Tony Jones, Lender
2069 NE Hoyt St
Portland, OR 97232
Tel: (503) 235-9635
Fax: (503) 235-1233
tjones@sbpac.com
www.sbpac.com

King Trade Capital

Edward King
5944 Luther Lane, Suite 300
Dallas, TX 75225
Tel: (214) 368-5100
Fax: (214) 368-5105
eking@kingtradecapital.com
www.kingtradecapital.com

Willamette Financial Funding Services, LLC

Herm Roberts, owner
11820 SW King James Place, Suite #10
Portland, OR 97224
Tel: (503) 639-6171
Fax: (503) 639-6231
hroberts@willamette-financial.com

MFR Funding Group

Bart Fenmore
20 Duke Dr.
Rancho Mirage, CA 92270
Tel: (760) 324-1516
Fax: (760) 324-8255

- P.O. Financing
- Letters of Credit
- Import Finance

bfenmore@mfrgroup.net
www.mfrgroup.net

FINANCE COMPANIES

Advanced Mortgage Resources

6400 SW Canyon Ct., # 100
Portland, OR 97221

Tel: (503) 292-7999

Fax: (503) 291-0222

www.mtglander.com

- direct lender and full service Mortgage Broker
- residential, investment, construction & commercial loans for purchase
- credit lines
- second mortgages
- borrower education

Capital Associates

Jim Botsford

2594 East Barnett Road, Suite C

Medford OR, 97504

Tel: (541) 773-3377

Fax: (541) 773-3407

- provide businesses with solution to their cash flow needs through the purchase of their accounts receivable
- provide international and domestic trade financing backed by pre-sold orders
- work with start-ups, rapid growth, and high leveraged companies

BFI Business Finance

Phil Carman

10260 SW Greenburg Rd., #400

Tigard, OR 97223

Tel: (503) 293-7395

Fax: (503) 293-7396

pcarman@bfifinance.com

- lines of credits of \$50,000 to \$2,000,000 to businesses where bank financing is inadequate or unavailable
- work with start up companies facing super-normal growth or turnaround situations
- work with manufacturers, distributors and service companies
- asset based lenders using Accounts Receivable Inventory, and or equipment as collateral

VENTURE CAPITAL COMPANIES

Fluke Venture Partners

11400 SE 6th St., Ste.230

Bellevue, WA 98004

Tel: (425) 453-4590

Fax: (425) 453-4675

www.flukeventures.com

- Venture capital firm
- Invests in early and later stage companies located in the Pacific Northwest
- Primary preferences include information technology, healthcare, specialty retail and companies providing innovative business and consumer services

OVP

5550 SW Macadam, Suite 300

Portland, OR 97234

Tel: (503) 697-8766

Fax: (503) 697-8863

- Leading technology-focused venture capital firm in the Pacific Northwest
- Equity investments in early stage companies

Veber Partners

605 NW 11th Ave.

Portland, OR 97204

Contact: Gayle Veber

Tel: (503) 229-4400

Fax: (503) 227-5067

gveber@veber.com

- Private Investment Banking for Northwest Companies
- Financial Advisory Services
- Raising capital, company sales, strategic partnering, ownership transitions, financial restructuring, strategic decision-making for mid-market companies

Pacific Horizon Ventures, Inc.

701 Fifth Ave, Suite 4970

Seattle, WA 98104

Tel: (206) 682-1181

Fax: (206) 682-8077

phv@pacifichorizon.com

- Invests in venture-stage technology companies in the life science industry
- Actively seeking early stage opportunities in North America

Marsh USA

111 SW Columbia, #500

Portland, OR 97201

Tel: (503) 248-6400

Fax: (503) 248-6595

- Leading international risk consulting, insurance and reinsurance brokering, employee benefits and financial services groups

D.A. Davidson & Co.

Norman B. Duffett, Managing Director

Two Centerpointe Dr, Suite 400

Lake Oswego, OR 97035-8629

Tel: (503) 603-3069

Fax: (503) 603-3065

nduffett@dadco.com

www.dadco.com

- Regional investment bank raising capital and selling businesses for corporate clients in the Pacific Northwest and Rocky Mountain States
- Provide custom corporate financial solutions
- Registered broker/dealer with the Security and Exchange Commission, Member of the National Association of Securities Dealers and the Securities Investor Protection Corporation

STATE OF OREGON

Oregon Department of Agriculture (ODA)

Development & Int'l Marketing Division
1207 NW Naito Parkway, Suite 104
Portland, OR 97209-2832
Tel: (503) 872-6600
Fax: (503) 872-6601
www.oregon.gov/ODA

Oregon Economic & Community Development Department (OECDD)

775 Summer Street NE, Suite 200
Salem, OR 97301
Tel: (503) 986-0110
Fax: (503) 581-5115
www.econ.oregon.gov

ODA Export Service Center

(Assistance and Testing)
Jeff Hyatt, Export Lab Manager
1207 NW Naito Parkway, Suite 204
Portland, OR 97209
Tel: (503) 872-6630
Fax: (503) 872-6615
www.oregon.gov/ODA/LAB

Business Finance, OECDD

775 Summer Street NE
Salem, OR 97301
Tel: (503) 986-0165
Fax: (503) 986-0764
www.econ.oregon.gov

OECDD International Division

Derrick Olsen, International Trade Manager
One World Trade Center
121 SW Salmon St. Suite 205
Portland, OR 97204
Tel: (503) 229-6060
Fax: (503) 222-5050
www.econ.oregon.gov / www.oregon4biz.com

Helping Oregon small and medium business and industries expand their exports of goods and services is the primary focus of OECDD's International Trade Services. Overseas trade representatives located in China, Taiwan, Japan, Korea, and Europe help key industry clusters and individual companies develop and foster important business and government contacts. International Trade Officers are specialists in global marketing with private sector experience and assist Oregon companies to develop and expand their export markets. In coordination with the overseas trade representatives they help Oregon companies with:

- Preliminary market assessment
- Qualified agents and distributors search
- Direct sales opportunities and project bidding opportunities
- Company background investigation
- Industry specific analysis
- One-on-one business meetings and matchmaking
- Overseas trade leads
- International trade shows
- Trade missions
- Product seminars
- Consultation on government policy and regulation
- Strategic use of limited grant funds for official trade missions and trade shows overseas

OREGON MANUFACTURING EXTENSION PARTNERSHIP

www.omep.org

The Oregon Manufacturing Extension Partnership offers on-site consulting to manufacturing companies regarding manufacturing procedures, new technologies, quality control, energy and resource efficiency and best practices.

Experienced consultants with specific industry knowledge work directly with the company staff; deliver services in concert with other state and local partners to help businesses compete in a global economy.

Specialty Areas for Assistance:

- Value Stream Mapping
- Visual Workplace
- Set up Reduction
- Cellular Manufacturing
- Pull System
- Total Preventive Maintenance
- Activity based costing (ABC)
- ECommerce
- Facility Planning

Contact: Patrick Murphy
18640 NW Walker Road, Suite 1052
Beaverton, OR 97006
Tel: (503) 725-2660
Fax: (503) 725-2661
pmurphy@omep.org

SMALL BUSINESS DEVELOPMENT CENTERS

www.bizcenter.org

Blue Mountain CC

Art Hill, Director
Po Box 100
Pendleton OR 97801
Tel: (541) 276-6233 /1-888-441-7232-Toll Free
Fax: (541) 276-6819
ahill@bluecc.edu / jpursel@bluecc.edu

Central Oregon CC

Beth Wickham, Director
2600 NW College Way
Bend, OR 97701
Tel: (541) 383-7290
Fax: (541) 318-3751
bwickham@cocc.edu

Chemeketa CC

Jimmie Wilkins, Director
365 Ferry St. SE
Salem OR 97301
Tel: (503) 399-5088
Fax: (503) 581-6017
jimmiew@chemeketa.edu

Clackamas CC

Tim Shea, Director
7736 SE Harmony Rd.
Milwaukie, OR 97222
Tel: 503) 656-4447 / Fax: (503) 650-7358
tshea@clackamas.edu

Clatsop CC

Terri Williams, Director
1455 N. Roosevelt Dr.
Seaside OR 97138
Tel: (503) 738-3346
Fax: (503) 738-7843
rgardner@clatsopcc.edu

Oregon Coast CC

Guy Faust, Director
1206 S.E. 48th St.
Lincoln City OR 97367 -
Tel: (541) 994-4166
Newport Office: Tel: (541) 574-7122
guyfaust@hotmail.com

Columbia Gorge CC

Mary Merrill, Director
400 E Scenic Dr. Suite 257
The Dalles OR 97058
Tel: (541) 506-6121
Fax: (541) 506-6122
mmerrill@cgcc.cc.or.us

Eastern Oregon University

Greg Smith, Director
1607 Gekeler Lane
La Grande, OR 97850
Tel: (541) 962-1532
Fax: (541) 962-1532
gregory.smith@eou.edu

Lane CC

Jim Lindly, Director
1445 Willamete St. Ste 1
Eugene OR 97401
Tel: (541) 463-5255
Fax: (541) 686-0096
lindlyj@lanecc.edu

Linn-Benton CC

Alan Fudge, Director
6500 SW Pacific Blvd.
Albany, OR 97321
Tel: (541) 917-4929
Fax: (541) 917-4831
alan.fudge@linnbenton.edu

Mt. Hood CC

Julia Peterson, Interim Director
323 NE Roberts St.
Gresham OR 97030
Tel: (503) 491-7658
Fax: (503) 666-1140
Julia.peterson@mhcc.edu

Oregon Institute of Technology

Jamie Albert, Director
3201 Campus Dr. Boivin Hall #119
Klamath Falls OR 97601
Tel: (541) 885-1760
jamie.albert@oit.edu

Portland CC

Tom Lowles, Director
 2025 Lloyd Center Mall
 Portland OR 97232
 Tel: (503) 978-5080
 Fax: (503) 288-1366
tlowles@pcc.edu

Rogue CC

John Lopez, Director
 214 SW Fourth St.
 Grants Pass, OR 97526
 Tel: (541) 956-7494
 Fax: (541) 471-3589
jlopez@roguecc.edu

Southern Oregon University

Jack Vitacco, Director
 673 Market St.
 Medford OR 97504
 Tel: (541) 756-6866
vitaccoja@sou.edu

Southwestern Oregon CC

Jon Richards, Director
 2455 Maple Leaf Lane
 North Bend, OR 97459

Tel: (541) 756-6866 / Fax: (541) 756-5735
jrichards@socc.edu

Tillamook Bay CC SD

Teri Williams, Director
 2510 First St.
 Tillamook, OR 97141
 Tel: (503) 842-8222 Ext 1101
 Fax: (503) 842-2214
williamst@tillamookbay.cc

Treasure Valley CC

Andrea Testi, Director
 650 College Blvd
 Ontario OR 97914
 Tel: (541) 881-8822 Ext 356
 Fax: (541) 881-2743
atesti@tvcc.cc

Umpqua CC

Terry Swagerty, Director
 2555 NE Diamond Lake Blvd
 Roseburg OR 97470
 Tel: (541) 440-4669
 Fax: (541) 440-4607
terry.swagerty@umpqua.edu

Oregon State SBDC Network HQs

krygiere@lancecc.edu
 99 W 10 th Ave., Ste 390
 Eugene, OR 97401
 Tel: (541) 463-5250

**Washington Small Business
Development Centers:****Lower Columbia College**

Susan Hoosier, Director
 Don Talley Bldg, 1st Floor
 1600 Maple St. RM 103A
 Longview, WA 98632
 Tel: (360) 442-2946
 Fax: (360) 442-2609
shoosier@wsu.edu

Washington State University

Janet A Harte, Director
 12000 NE 95th St, Ste 504
 Vancouver, WA 98663
 Tel: (360) 260-6372
 Fax: (360) 260-6369
harte@vancouver.wsu.edu

Training Seminars Only**Clark College**

Adeline Martinez, Program Coordinator
 1800 E. McLoughlin Blvd
 Vancouver WA 98663
 Tel: (360) 992-2484
 Fax: (360) 992-2883
amartinez@clark.edu

SCORE “Counselors to America’s Small Business”

www.score.org

SCORE is a nationwide, 13,000 members volunteer association sponsored by the U.S. Small Business Administration. SCORE matches volunteer business management counselors with clients in need of expert advice for business development questions. One of the most helpful services offered by SCORE to individuals interested in starting an export business is the advice on the basics starting a business in Oregon. For ‘export-ready’ businesses, other resources are listed in the index. SCORE can be a good first stop for an individual or a small firm interested in exploring the first steps involved in export and international trade, through access to the SBA Business Resource Center, located in the Portland SBA District Office.

Electronic Counseling via INTERNET Email can be done via www.score.org

To set up an appointment for individual counseling, contact the closest SCORE Chapter:

SCORE Chapter #11:

601 SW Second Ave Ste 950
Portland, OR 97204
Tel: (503) 326-3441
Fax: (503) 326-2808
scorepdx@wa-net.com

SCORE: Southern Oregon

101 East Eighth St.
Medford, OR 97501
Tel: (541) 608-8528
Fax: (541) 484-4942
russkenn@charter.net

South Coast

Tel: (541) 332 4003

SCORE Chapter #460:

P.O. Box 4024
Salem, OR 97302-1024
Tel: (503) 370-2896
score460@open.org

SCORE Chapter #416:

1401 Willamette St
Eugene, OR 97401
Tel: (541) 465-6600
Fax: (541) 484-4942
score@eugenechamber.com

Coos County Branch

(541) 269-0215

Roseburg Branch

Tel: (541) 672-2648
fstellerecht@rosenet.net

Florence Branch

Tel: (541) 902-2229
canlar@oregonfast.net

SCORE Chapter #566:

1704 ½ Main St
Vancouver, WA 98660
Tel: (360) 699-1079
scorevan@iinet.com
www.scorevan.org

TRANSLATION SERVICES

AT&T Translation Services

The service is similar to three-way calling or teleconferencing with a translator.

Information: 1-800-752-6096

Service: 1-800-628-8486 (in the USA)

Service: 1-408-648-5871 (Abroad)

Transatlantic Translations

411 Theodore Fremd Ave. Suite 206

South Rye, NY 10580

Tel: 1-888-723-3799

www.TransatlanticTranslations.com

Ubiquis

Simultaneous Wireless Interpretation

22 Cortlandt St. Suite 802

New York, NY 10007

Tel: (212) 227-7440 or 1-800-221-7242

Fax: (212) 227-7524

www.swiservice.com

ViaLanguage

2828 SW Corbett Avenue

Portland, OR 97201

Tel: (503) 243-2007

Fax: (503) 243-1968

<http://vialanguage.com>

This is a partial listing. For a comprehensive listing, please see the Yellow Pages.

INTERNATIONAL ACCOUNTING FIRMS**Deloitte & Touche**

111 SW Fifth, Suite 3900
Portland, OR 97204
Tel: (503) 222-1341
Fax: (503) 224-2172

Geffen, Mesher Inc.

888 SW 5th, Suite 800
Portland, OR 97204
Tel: (503) 221-0141
Fax: (503) 227-7924

Isler & Co.

1300 SW Fifth Ave., Suite 2900
Portland, OR 97201
Tel: (503) 224-5321
Fax: (503) 224-8605

KPMG LLP

1300 SW Fifth Ave. Suite 3800
Portland, OR 97201
Tel: (503) 221-6500
Fax: (503) 820-6565

Moss Adams

805 SW Broadway, Suite 1200
Portland, OR 97204
Tel: (503) 242-1447
Fax: (503) 274-2789

Perkins & Co.

1211 SW Fifth Ave., Suite 1000
Portland, OR 97204
Tel: (503) 221-0336
Fax: (503) 294-4378

Price Waterhouse Coopers

1300 SW Fifth Ave., Suite 3100
Portland, OR 97201
Tel: (971) 544-4000

Maginnis & Carey

220 NW Second, Suite 1000
Portland, OR 97209
Tel: (503) 227-0519
Fax: (503) 295-1019

This is a partial listing. For a comprehensive directory, please see the Yellow Pages.

FREIGHT FORWARDERS & CUSTOMHOUSE BROKERS

This is a partial listing. For a comprehensive directory, please see the Yellow Pages.

Adcom Worldwide

12245 NE Whitaker Way
Portland, OR 97230
Tel: (503) 252-3336
Fax: (503) 252-9283

Allports, Inc.

Dale Wolfer
5933 NE Winsirers Dr. Suite 301
Portland, OR 97220
Tel: (503) 251-9109
Fax: (503) 251-9105

Allports Forwarding Inc.

215 NW Park Ave.
Portland, OR 97204
Tel: (503) 242-1201
Fax: (503) 242-1712

Associated Global Systems

5964 NE 87th
Portland, OR 97220
Tel: (503) 253-6592
Fax: (503) 253-9350

James J. Boyle & Co.

7505 NE Ambassador Place Ste. B
Portland, OR 97220
Tel: (503) 284-0909
Fax: (503) 284-6902

Bax Global

5330 NE Courier Ct., Suite A
Portland, OR 97218
Tel: (503) 284-3298
Fax: (503) 284-4292

Geo. Bush & Co., Inc.

600 NW Naito Parkway
Portland, OR 97209
Tel: (503) 228-6501
Fax: (503) 294-0432

W.J. Byrne & Co.

8383 NE Sandy Blvd, Suite 138
Portland, OR 97230
Tel: (503) 252-6400
Fax: (503) 252-1970

Clearfreight, Inc

PacWest Center
1211 SW Fifth Avenue, Suite 2200
Portland, OR 97204
Tel: (503) 220-2285
Fax: (503) 220-2114

Coppersmith

15943 NE Cameron Blvd.
Portland, OR 97230
Tel: (503) 249-1400
Fax: (503) 249-3950

DHL Danzas Air & Ocean

15509 NE Airport Way
Portland, OR 97230
Tel: (503) 256-5204
Fax: (503) 256-2103

Eagle Global Logistics

Amy Dugan
8830 NE Alderwood Road
Portland, OR 97220
Tel: (503) 528-3500
Fax: (503) 528-3799

Expeditors International

2508 N Marine Dr.
Portland, OR 97217
Tel: (503) 254-3707
Fax: (503) 254-3758

Gallagher Transport Int'l

2705 East 20th Street
Vancouver, WA 98661
Tel: (503) 255-8101
(360) 750-8830
Fax: (360) 750-8722

Global Trading Resources, Inc.

12695 NE Marx St., Bldg 12
Pacific Business Park
Portland, OR 97230
Tel: (503) 262-5506
Fax: (503) 262-5511

TLR (Total Logistics Resource)

Terri Bartle
5362 NE 112th
Portland, OR 97220
Tel: (503) 257-0513
Fax: (503) 257-0510
terri@shiptlr.com

UPS Supply Chain Solutions

15311 NE Airport Way
Portland, OR 97230
Tel: (503) 251-2215
Fax: (503) 251-5612

INTERNATIONAL LAW FIRMS

New-to-Export businesses can receive a ONE TIME ONLY, free appointment from a participating law firm to discuss specific issues / questions related to their export plan. Contact The Portland US Export Assistance center for a referral.

The **Export Legal Assistance Network (ELAN)** www.export-legal-assistance.org is a cooperative program of the Federal Bar Association, The U.S. Department of Commerce and the U.S. Small Business Administration.

Ater Wynne, LLP

Attorneys at Law
222 SW Columbia, Suite 1800
Portland, OR 97201
Tel: (503) 226-1191
Fax: (503) 226-0079

Bartoloni Law Group P.C.

One World Trade Center
121 SW Salmon, Suite 1030
Portland, OR 97204
Tel: (503) 225-0702
Fax: (503) 227-0739

BTI International Law Office, LLC

5285 SW Meadows Rd, Ste 370
Lake Oswego, OR 97035
Tel: (503) 620-3343

Davis Wright Tremaine LLP

1300 SW Fifth Ave., Suite 2300
Portland, OR 97201-5682
Tel: (503) 241-2300
Fax: (503) 778-5299

Emory Law Group, P.C.

Umpqua Bank Plaza
1 SW Columbia, Suite 777
Portland, OR 97258
Tel: (503) 226-6499
Fax: (503) 226-2201

Marger, Johnson, McCollom, P.C.

210 SW Morrison, Suite 400
Portland, OR 97204
Tel: (503) 222-3613
Fax: (503) 274-4622

Miller, Nash, LLP

111 SW 5th, Suite 3400
Portland, OR 97204
Tel: (503) 224-5858
Fax: (503) 224-0155

Preston, Gates, Ellis, LLP

222 SW Columbia Street
Suite 1400
Portland, OR 97204
Tel: (503) 228-3200
Fax: (503) 248-9085

Perkins Coie

1120 NW Couch St
Portland, OR 97209
Tel: (503) 727-2000
Fax: (503) 727-2222

This is a partial listing. For a comprehensive directory, please see the Yellow Pages.

TRADE ASSOCIATIONS

ASEAN-US Business Council

1101 17th Street NW, Suite 411
Washington, D.C. 20036
Tel: (202) 289-1911

African Chamber of Commerce-PNW

2001 6th Avenue, Suite 2600
Seattle, WA 98121
Tel: (206) 256-6139

American Electronics Association

5285 SW Meadows Road Ste. 200
Lake Oswego, OR 97035
Tel: (503) 624-6050

American Marketing Association-Oregon

P. O. Box 82
Portland, OR 97207
Tel: (503) 222-9204

Chinese Chamber of Commerce

PO Box 3182
Seattle, WA 98114
Tel: (206) 332 1933

Clean Rivers Cooperative

200 SW Market St., Suite 190
Portland, OR 97201
Tel: (503) 220-2040

Columbia Corridor Association

P.O. Box 55651
Portland, OR 97238
Tel: (503) 287-8686

Columbia River Customs Broker Assoc.

5933 NE Win Sivers Drive, Suite 301
Portland, OR 97220
Tel: (503) 251-9109

Columbia River Economic Development Council

805 Broadway, Suite 412
Vancouver, WA 98660
Tel: (360) 694-5006

Columbia River Shippers Association

200 SW Market, #190
Portland, OR 97201
Tel: (503) 220-2043
Fax: (503) 295-3660

Export Council of Oregon

c/o U.S. Dept. of Commerce
One World Trade Center
121 SW Salmon St., Suite 242
Portland, OR 97204
Tel: (503) 326-3001

Eugene Area Chamber of Commerce

1401 Willamette Street
Eugene, OR 97401
Tel: (541) 484-1314

Fort Vancouver Seafarer's Center

P. O. Box 1102
Vancouver, WA 98666
Tel: (360) 694-9300

Foundation for Russian American Economic Cooperation

2601 4th Avenue, Suite 310
Seattle, WA 98121
Tel: (206) 443-1935

International Assoc. of Business Communicators

One Hallidie Plaza, Suite 600
San Francisco, CA 94102
Tel: (415) 544-4700

Japan America Society of Oregon

312 NW Second Ave.
Portland, OR 97209
Tel: (503) 552-8811

JETRO- San Francisco

235 Pine Street, Suite 1700
San Francisco, CA 94104
Tel: (415) 392-1333
Fax: (415) 788-6927

Korean Trade Promotion Corporation

4801 Wilshire Blvd., Suite 104
Los Angeles, CA 90010
Tel: (323) 954-9500

Legislative Committee on Trade and Economic Development

900 Court Street NE, S-101
Salem, OR 97301
Tel: (503) 986-1243

Maritime Fire & Safety Association

200 SW Market Street, Suite 190
 Portland, OR 97201
 Tel: (503) 220-2055

The Merchant's Exchange of Portland

200 SW Market Street, Suite 190
 Portland, OR 97201
 Tel: (503) 228-4361

National Association of Credit Managers Oregon Inc.

7931 NE Halsey St. Ste. 200
 Portland, OR 97213
 Tel: (503) 257-0802

Northwest Environmental Business Council (NEBC)

Alaska, Idaho, Montana, Oregon, Washington
 620 SW Fifth Ave
 Portland, OR 97204
 Tel: (503) 227-6361
 Fax: (503) 222-5050

Northwest China Council

127 NW 3rd Avenue
 Portland, OR 97209
 Tel: (503) 973-5451

Northwest Food Processor Association

8338 NE Alderwood St., Suite 160
 Portland, OR 97220
 Tel: (503) 327-2200

Northwest Wood Products Association

149 SW 9th, Suite 2
 Bend, OR 97702
 Tel: (541) 385-9910
 Fax: (541) 317-3558

Oregon Agricultural Commodity Commission

Department of Agriculture
 1207 NW Naito Parkway, Suite 104
 Portland, OR 97209
 Tel: (503) 872-6600

Oregon APEC Education & Research Alliance

One World Trade Center
 121 SW Salmon Street, Suite 210
 Portland, OR 97204
 Tel: (503) 279-9382

Oregon Bioscience Association

Bob Lanier, Executive Director
 2133 SW Arnold St.
 Portland, OR 97219
 Tel: (503) 784-6183

Oregon Environmental Council

222 NW Davis Street, Suite 309
 Portland, OR 97209
 Tel: (503) 222-1963

Oregon Feed, Seed, Grain & Suppliers Association

2380 NW Roosevelt
 Portland, OR 97210
 Tel: (503) 226-2758
 Fax: (503) 224-0947

Oregon Gourmet Foods Association

1200 NW Naito Parkway #290
 Portland, OR 97209
 Tel: (503) 241-1487 #3

Oregon State Bar

16037 SW Upper Boones Ferry Rd.
 Tigard, OR 97281
 Tel: (503) 620-0222

Oregon Society of Certified Public Accountants

10206 SW Laurel St
 Beaverton, OR 97005
 Tel: (503) 641-7200

Oregon Trucking Associations, Inc.

4005 SE Naef Road
 Portland, OR 97267
 Tel: (503) 513-0005

Oregon Wheat Commission

1200 NW Naito Parkway, Suite 370
 Portland, OR 97209
 Tel: (503) 229-6665

Pacific Maritime Association

101 SW Main St., Suite 330
 Portland, OR 97204
 Tel: (503) 827-4000

Pacific Northwest Grain & Feed Association

200 SW Market, Suite 190
 Portland, OR 97201
 Tel: (503) 227-0234
 Fax: (503) 227-0059

Pacific Northwest Int'l Trade Assoc.

520 SW Yamhill Street, Suite 1000
 Portland, OR 97204
 Tel: (503) 224-8684
 Fax: (503) 323-9186

Pacific Northwest Waterways Association

9115 SW Oleson Rd.
 Portland, OR 97223
 Tel: (503) 234-8550
 Fax (503) 234-8555

Columbia River Steamship Operators Association

12345 NW Oak Quarry Road
 Portland, OR 97229
 Tel: (503) 469-4059

Portland Business Alliance, PNITA

221 SW Market St., Suite 1770
 Portland, OR 97209-3999
 Tel: (503) 224-8684

Software Association of Oregon

111 SW 5th Ave., Suite 120
 Portland, OR 97204
 Tel: (503) 228-5401

United States- Arab Chamber of Commerce

8921 South Sepulveda Blvd. Ste 206
 Los Angeles, CA 90045
 Tel: (310) 646-1499

U.S. Wheat Associates

1200 NW Naito Parkway, Suite 600
 Portland, OR 97209
 Tel: (503) 223-8123
 Fax (503) 223-5026

Vancouver Chamber of Commerce

1101 Broadway, Suite 120
 Vancouver, WA 98660
 Tel: (360) 694-2588
 Fax (360) 693-8279

Washington Public Ports Association

PO Box 1518
 Olympia, WA 98507
 Tel: (360) 943-0760
 Fax (360) 753-6176

Western Wood Products Association

522 SW 5th, Ste. 500
 Portland, OR 97204
 Tel: (503) 224-3930
 Fax: (503) 224-3934

World Affairs Council of Oregon

620 SW Main Ste. 333
 Portland, OR 97205
 Tel: (503) 274-7488
 Fax (503) 274-7489

ECONOMIC DEVELOPMENT AGENCIES

CCD Business Development Corporation

Wayne Luzier, Exec. Director
744 SE Rose Street
Roseburg, OR 97470
Tel: (541) 672-6728
Fax: (541) 672-7011

COIC

Tom Moore, Executive Director
2363 SW Glacier Place
Redmond, OR 97756
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Fax: (541) 548-3416

Columbia Pacific Economic Development District

Lylla Gaebel, President
PO Box 598
St. Helens, OR 97051
Tel: (503) 861-2080

Corvallis- Benton County Economic Development Partnership

Mysty Rusk, President
420 NW 2nd
Corvallis, OR 97330
Tel: (541) 757-1505
Fax: (541) 757-2556

Economic Development Dept., Josephine County

Josephine County Courthouse
Al Koski
500 N. W. 6th Street
Grants Pass, OR 97526
Tel: (541) 474-5275

Lane Metro Partnership

Jack Roberts, Director
1401 Willamette St. 2nd Fl.
Eugene, OR 97400
Tel: (541) 686-2741
Fax: (541) 686-2325

GEODC

Melissa Drugge, Exec. Director
P. O. Box 1041
Pendleton, Oregon 97801
Tel: (541) 276-6745
Fax: (541) 276-6071

Lane Council of Governments

Bob Swank, Associate Director
99 East Broadway, Suite 400
Eugene, OR 97401
Tel: (541) 682-7450
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Klamath County Econ Dev, Assoc.

Trey Senn, Executive Director
706 Main St 3rd Floor
Klamath Falls, OR 97601
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Mid-Willamette Valley Economic Development District

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105 High St, SE
Salem, OR 97301
Tel: (503) 588-6177
Fax: (503) 588-6094

Northeast Oregon Economic Development District

Lisa Dawson, Exec. Director
101 NE First Street Ste 100
Enterprise, OR 97828
Tel: (541) 426-3598
Fax: (541) 426-9058

Oregon Cascades Financial Services

Mary Smith, Director
1400 Queen Ave. Ste 205C
Albany, OR 97322
Tel: (541) 924-8465
Fax: (541) 967-4651

Salem Economic Development Corporation

Ray Burstedt, President,
745 Commercial Street, NE
Salem, OR 97301
Tel: (503) 588.6225
Fax: (503) 588.6240

Southern Oregon Regional Economic Development, Inc.

Ron Fox, Exec. Director
673 Market Street
Medford, OR 97504
Tel: (541) 773- 8946
Fax: (541) 779-0953

U.S. Department of Commerce, Economic Development Administration

David Porter
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One World Trade Center
121 SW Salmon Street, Ste 244
Portland, OR 97204
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Fax: 503.326.6351

FOREIGN TRADE ZONES (FTZs)

Zone No. 45, Portland

Port of Portland
Eileen Murche
P. O. Box 3529
121 NW Everett
Portland, OR 97209
Tel: (541) 944-7231

Zone No. 184, Klamath Falls

City of Klamath Falls Dock Commission
Jeff Ball
P. O. Box 237
500 Klamath Ave.
Klamath Falls, OR 97601
Tel: (503) 883-5316

Zone No. 132, Coos County

International Port of Coos Bay Commission
Martin Callery, Director of Marketing
125 Central, Suite 300
P. O. Box 1215
Coos Bay, OR 97420
Tel: (541) 267-7678

Zone No. 206, Medford-Jackson County

Jackson County
Burke M. Raymond
10 South Oakdale
Medford, OR 97501
Tel: (503) 776-6035